

STATE OF WASHINGTON



OFFICE OF
INSURANCE COMMISSIONER

In the Matter of

**The Market Conduct Examination
of Jefferson-Pilot Life Insurance Company.**

)
) No. G 2000 - 07
)
) FINDINGS, CONCLUSIONS, AND
) ORDER ADOPTING REPORT
)

BACKGROUND

An examination of the market conduct of Jefferson-Pilot Life Insurance Company (the Company) for the period January 1, 1992, to December 31, 1996, was conducted by market conduct examiners of the Washington State Office of the Insurance Commissioner. The Company is an insurer authorized under RCW 48.05.030. This examination was conducted in compliance with the laws and regulations of the State of Washington and in accordance with the procedures promulgated by the National Association of Insurance Commissioners and the Office of the Insurance Commissioner. This examination was limited to Marketing, Agents, Complaints, Disciplinary Procedures, Policies, Replacements, and Advertising.

The examination report with the findings and recommendations was transmitted to the Company for their comments on November 10, 1999. Responses to the draft report were received on December 17, 1999 and January 31, 2000.

The Commissioner or a designee has considered the report, the relevant portions of the examiner workpapers, and the submission by the Company. The report was modified to reflect new information provided by the company in their responses.

Subject to the right of the Company to demand a hearing pursuant to chapters 48.04 and 34.05 RCW, the Commissioner adopts the following findings, conclusions, and order.

FINDINGS

The Commissioner adopts as findings the findings of the examiners as contained in the report.

CONCLUSIONS

It is appropriate and in accordance with law to adopt the attached examination report as the final report of the market conduct of the Company.

ORDER

The examination report as filed, attached hereto and incorporated by reference, is hereby ADOPTED as the final examination report.

It is ORDERED that the Company comply with the Instructions in the Report as follows (the page and other references are to the report):

1. The company is instructed to send to each existing insurer a timely written communication advising of a replacement or proposed replacement. This written communication shall be in accordance with WAC 284-23-455(2)(b) and shall be retained in the policy files. *(See appendix 1).*
2. The company is instructed to comply with WAC 284-23-455(3).
3. The company is instructed to comply with RCW 48.17.160(1)(2) and ensure that all agents and brokers are properly licensed and appointed in the state prior to soliciting on behalf of the Company. *(See appendix 2 and appendix 3).*
4. The company is instructed to implement procedures to ensure future compliance with RCW 48.03.030, which requires the company to produce records and to facilitate the examination.

ENTERED at Lacey, Washington, this 3rd day of February, 2000.

DEBORAH SENN

Insurance Commissioner

By:

WILLIAM E. FRANSEN

Deputy Commissioner